



**COMMONWEALTH of VIRGINIA
DEPARTMENT OF MEDICAL ASSISTANCE SERVICES**

600 East Broad Street, Suite 1300
Richmond, VA 23219

**Evaluation Criteria & Weights
RFP 2005-06**

Criteria	Proposed Weights
1. Experience of the Offeror in performing DM Services.	15%
a) · Experience of the Offeror in working with indigent populations, particularly Medicaid and FAMIS, or other healthcare populations.	
b) · Experience of the Offeror in performing services within the past year(s) most comparable to the Offeror's proposal, to include a description of the type, size, and duration of previous experience.	
2. Technical Proposal - Demonstration in the written proposal of the Offeror's ability, facilities and capacity to provide all required services in a timely, efficient and professional manner.	35%
a) · Clarity and thoroughness of the Offeror's proposal in addressing the components of the RFP and implementing them as described and on schedule.	
b) · Proposed project management of the resources available to the Offeror for meeting the requirements of the RFP	
3. Staffing - Experience and expertise of specific staff assigned to the contract.	10%
a) · Prior experience of staff with similar projects	
b) · Qualifications of staff	
c) · Appropriateness of the relationship between staff qualifications and assigned responsibilities	
4. Quality of References	10%
a) References who clearly address the nature of the work performed by the contractor	
b) · References who exhibit satisfaction with the work performed by the contractor	
c) Contacts for other contracts who exhibit satisfaction with the work performed by the Offeror	
5. Proposed Savings Methodology	10%
a) The factors used by the Offeror for the per member per month cost proposal as identified in Attachment IX.	
b) The projected reductions in health care expenditures and net savings for DM participants and how the Offeror will achieve the reductions and net savings by the end of each State fiscal year.	
6. Cost – PMPM Cost Proposal as Identified in Attachment IX.	20%

TOTAL 100%

Posted: June 24, 2005